

Summer 2006

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USA TRADE WORLD



ILLINOIS



Export Growth Benefits Illinois Companies

2005 Illinois exports are up 19%

The Commerce Department's Commercial Service has released data that shows Illinois exports increased almost 19 percent in 2005 over the previous year, and 18 percent from 2001-2005, to \$36 billion.

"Ninety-five percent of the world's consumers live outside the United States, and more Illinois companies are looking to increase their bottom line by making new sales abroad," said Julie Carducci, Director of the Chicago Export Assistance Center. "Exporting helps companies grow and compete, and those that think beyond our borders have a competitive advantage in today's global marketplace."

From 2001-2005, Illinois exports increased to many of the state's top destinations, including Australia (66%), and Belgium (37%), Germany (30%), Mexico (28%), and the United Kingdom (11%). Many other Illinois export destinations posted solid gains as well. Machinery manufactures, chemical manufactures, computers and electronic products, and transportation equipment ranked among Illinois' leading exports.

With its network of offices across the U.S. and in more than 80 countries, the U.S. Commercial Service utilizes its global presence and international marketing expertise to help U.S. companies sell their products and

services worldwide. In 2005, the Chicago Export Assistance Center helped generate nearly 448 export successes worth \$500 million dollars in Illinois export sales.

For information on the Commercial Service, call the Chicago U.S. Export Assistance center at (312) 353-8040, or visit www.export.gov. ♦

CS Chicago Director in China

U.S. Commercial Service (CS) Chicago Director, Julie Carducci, will be working in Shanghai on a temporary assignment at the U.S. Consulate Commercial Section July 10-31, 2006.

While there, Ms. Carducci will work with U.S. companies in the IT and Telecom sectors to support exports and market development in the east China region.

She will also continue to support individual Illinois companies' business development programs and further the Commercial Service's ongoing partnership with the State of Illinois office in Shanghai, co-located at the Consulate Commercial Section. If your company has an export issue or project that she may be able to facilitate while in Shanghai, please contact her at Julie.Carducci@mail.doc.gov. ♦

Retail Brazil – Explore Your Sales Potential in Brazil

The U.S. Commercial Service is organizing a retail promotion initiative for U.S. exporters wishing to test their products in the Brazilian marketplace or to increase market share there. Over the next year the U.S. Commercial Service will execute a series of in-store promotions and other events with major Brazilian retailers to launch U.S. products and test the viability of these products in that growing market.

With 180 million consumers and a falling US dollar, Brazil represents a huge potential market for a variety of retail goods from the United States. In 2004, over 100 US companies participated in our original initiative "Retail in Rio," and many are now enjoying increased sales in Brazil. This year, the initiative has been expanded to include Belo Horizonte, São Paulo and Porto Alegre. Brazil's 182 million people make it the 5th largest country in the world and its \$605 billion GDP makes it the world's 12th largest market.

Key Industries for Retail Brazil include: Apparel, Cosmetics, Food Products, Housewares, High-end Electronics, Office Supplies, Pet Supplies, Sporting Goods, and Toys. For information & registration, e-mail
Monica.Toporkiewicz@mail.doc.gov.

Invest an Hour: Discover a New Market!

Archived Webinars and Videos Online

Watch them in your office or watch them at home. Our webinars and video market briefs will take you away- to Vietnam, China, India and more – to evaluate how your company can generate new sales. The U.S. Commercial Service of the Department

of Commerce, in cooperation with National Association of Manufacturers, has created a Webinar series to introduce profitable new markets to small and medium sized businesses. These "live" webinars are now archived and can be found on our website at <http://www.globalspeak.com/html/export-gov/webinars.asp>

The following webinars are archived online:

- Selling to Vietnam – 25 Hot Manufacturing Sectors"
- Capitalizing on CAFTA-DR
- South Africa – Alive with Opportunities
- Opportunities in China
- Opening Markets in India

Videos on Israel, Russia's Regions, South Africa, China, and the Chile and Singapore Free Trade Agreements are also archived online. Questions and answers are presented toward the end of each program, and you can email your questions to be answered as well.

To view the videos, visit:
<http://www.globalspeak.com/html/export-gov/webcasts.asp>. Future webcasts will be archived at this site as well. ♦

Industry-Specific Export Newsletters

The U.S. Commercial Service of the U.S. Department of Commerce has identified key industry sectors with excellent potential in international markets. These sectors are supported by Teams made up of U.S. Commercial Service Trade Specialists located in both domestic and foreign posts. Several of these teams periodically publish and distribute electronic newsletters with information on trade issues within these sectors and upcoming domestic and international trade events.

The following e-market industry newsletters are available: Aerospace &

Defense, Agribusiness, Automotive, Architecture/Engineering, Services & Building/Construction Products, Cosmetics & Toiletries, Energy, Environmental, Franchising, Health Care, Information & Communication Technology, Safety & Security, Textile & Apparel, and Travel & Tourism. Current issues of these newsletters are available for viewing and downloading at: <http://www.buyusa.gov/eme/>. ♦

Programs of the U.S. Commercial Service/ Export Assistance Center in Brief:

Gold Key Service **\$700-\$1200 per country/region**

Before you head overseas, we will set up appointments for you to meet with interested potential business partners. Just be sure to give us 4-6 weeks notice.

International Partner Search **\$500-\$800 per country/region**

We will find the distributors/strategic partners who are interested in YOUR product or service, and provide you with contact information and a description of their activities in the market.

International Company Profile **\$500-\$800 per company**

We can provide you with customized reports that evaluate potential or existing trading partners. Reports include background information, reputation, and credit-worthiness.

International Market Research **Free! Just call us!**

Give us a call to see what new reports have been sent to us by our Commercial Officers overseas. (See examples on page 3.)

Featured Market: Egypt

In recent years, the land of the Pharaohs and cotton harvesting has been transformed into a major oil and gas producer, a business and manufacturing hub for surrounding countries, and a market thirsty for foreign products.

With a population of 77.5 million people, Egypt's market is by far the largest in the Middle East and North Africa. Egypt's economy has become much more diversified than in the past - not only is it a major oil and gas producer, but its clothing and textile sector remains strong as well.

The Egyptian economy has picked up pace under a new, Western-oriented government. The Egyptian pound has been floated, foreign exchange shortages and the black market have been eliminated, and tariffs have been reduced and simplified. Egypt has pushed through customs and financial sector reforms, proposed income and corporate tax reforms, reduced energy subsidies, and privatized enterprises. These measures have significantly lowered the market entry barriers for new-to-market companies.

Local interest in purchasing U.S. goods has risen steadily as Egyptians' buying power has increased. American companies are successfully competing for major infrastructure projects in Egypt; and new sectors, including franchising, have prospered. The most promising sectors in Egypt are oil and gas, power generation and transmission, telecommunications and IT, consumer goods, and non-food franchises. All facets of the tourism industry provide increasing opportunities for U.S. exporters, including hotel equipment, environmental management services, airport and related infrastructure, U.S. building systems and equipment, and U.S. project management.

For more details, see:
http://www.export.gov/articles/exp_mo_m_egypt.asp ♦

New Market Research Available

The following are summaries of reports recently generated by our U.S. Commercial Service overseas offices. If you find a particular report of interest, please call us at 312-353-8040 and we will be happy to send you the full text FREE OF CHARGE.

To find out what else is new in your specific industry sector, please call the appropriate industry specialist listed on the back page of this newsletter or visit the market research section of our website at www.export.gov.

Thailand: International Student Recruitment

Industry Market Insight of June 2006

Pursuing higher education abroad has become a standard for middle class families in Thailand in recent years. The United States is the first choice for Thai students pursuing higher education abroad, with institutions offering programs in business administration, engineering, computer science and ESL reaping the most benefits. Relatively untapped international student recruitment efforts in Thailand represent a great opportunity for U.S. educators to capture a larger share of the growing number of students who will be continuing their education overseas. 7 pages

India: Healthcare Biotechnology

Industry Market Insight of May 2006

India's biotechnology industry, including the fields of bio-healthcare, bio-agriculture, bio-industrial, bio-informatics and contract and clinical research markets, is growing at a remarkable rate. While rigorous domestic and international competition for production of some recombinant therapeutic products such as hepatitis B vaccines pose limits to U.S. exports, growing demand for quality diagnostic products and innovative drugs present great opportunities for U.S. companies. In-vitro diagnostic technologies, typhoid and cholera vaccines, and insulin, to name a few, are areas that experiencing growth rates up to 40 percent per year. 8 pages.

India: Architecture/Construction/Engineering Services

Industry Market Insight of June 2006

India's rapid development is fueling strong demand for high levels of investment to improve the country's infrastructure. The most promising areas of growth are power, oil and gas, ports, roads, civil aviation, urban infrastructure and housing. India's leading companies and government corporations have shown a strong preference for U.S. architectural, construction, and engineering services, because of demonstrated high quality and high standards for project design, construction, management and supervision. 6 pages.

Mexico: Major Projects

Industry Market Insight of May 2006

Growth in important sectors such as energy, transportation, and communications in Mexico offer many opportunities for U.S. exporters. Data regarding the procurement of products and services for projects in these industries is contained in this report, and is valuable for any company looking to enter or grow in the Mexican market. 23 pages.

Canada: Green Building Fever

Industry Market Insight of June 2006

With demand for energy outstripping supply in some areas, more and more Canadian developers are turning toward smart or intelligent buildings that are a practical way to conserve energy, lower costs and reduce GHG emissions. The LEED (Leadership in energy and environmental design) certification process, launched in 2003, is the standard by which developers measure the environmental friendliness of their projects. Canada's green building fever offers great opportunities for U.S. architectural/engineering green building/sustainable development firms. 3 pages.

Upcoming International Trade Shows and Missions

SHOWS

August 21-23, 2006: Swedish-American Entrepreneurial Days – Sweden

Organized by the Swedish-American Chambers of Commerce (SACC-USA) along with international and local businesses as well as key trade and government organizations in Sweden and the U.S., Entrepreneurial Days is a premier networking event linking American and Swedish business together. Key sectors including automotive production technology, security/defense, bioenergy, logistics and distribution, biomaterials and stem cells, medical devices, incubators and design will be highlighted. Pre-scheduled meetings between compatible U.S. and Swedish businesses are offered free of charge for paid conference attendees. For more information, visit <http://www.sacc-usa.org/lidkoping2006/> or contact Julie Carducci at julie.carducci@mail.doc.gov or 312-353-8490.

August 29-September 2, 2006: China International Equipment Manufacturing Expo (CIEME) – Shenyang, China

CIEME is a national-level exposition, organized by the Ministry of Commerce, the State Council's Northeast Revitalization Office, China Council for the Promotion of International Trade, and the Liaoning provincial government. As the world's largest machine tool consumer and importer, China is the perfect stage for this international event. A U.S. Pavilion, showcasing some of the best in American products and services in this sector, will be a key feature. **Gold Key Service** –The U.S. Commercial Service can arrange business meetings for you with pre-screened and qualified potential partners. Contact Julie Carducci at julie.carducci@mail.doc.gov or 312-353-8490, or visit http://www.export.gov/eac/show_detail_trade_events.asp?EventID=22416.

September 18 & 20, 2006: U.S.-Canada A/E Partnering Seminar - Toronto & Vancouver

Showcase your Firm and Partner with the Canadian Architectural Green Building and Sustainable Design Market. The U.S. Commercial Service Toronto office invites qualified U.S. architectural firms to participate in the first-ever two-city stop "U.S.-Canada Architectural/Engineering (A/E) Partnering Seminar. Participating firms will have the opportunity to make a presentation to Canadian architectural firms in Toronto and Vancouver on how their firms' *Leadership in Energy and Environmental Design* (LEED) or sustainable architectural projects can enhance the Canadian landscape. Participants will network with Canadian architectural colleagues and explore business partnerships with Canadian firms in order to pursue projects in Canada, the United States and/or in international markets. For more information, please contact Debra Rogers at the U.S. Commercial Service Chicago office at debra.rogers@mail.doc.gov or 312-353-6988.

October 29-November 2, 2006: PACK EXPO International – Chicago

PACK EXPO International 2006 will focus on the latest developments in packaging technology and will state-of-the-art technology in packaging machinery, converting machinery, materials packages and containers, and components. With over 1,600 exhibitors, PACK EXPO has been the event for packaging professionals to network, compare products and technology, keep on top of industry trends, complete business transactions and gather information. For more information, contact Thelma Young at the U.S. Commercial Service Chicago office at thelma.young@mail.doc.gov or 312-353-7711.

November 6-8, 2006: U.S. Industrial Maritime Security Expo – Montreal & Halifax, Canada

The U.S. Commercial Service in Montreal and Halifax is organizing the second annual U.S. Industrial and Maritime Security Seminar and Exhibition to take advantage of new security initiatives in these cities. Suppliers of security equipment stand to benefit from the creation of new projects being funded to enhance security at these ports, related marine/industrial facilities and Canada's overall transportation network. This event will be of interest to U.S. security businesses that provide products/services essential to ports & maritime facilities; industrial and commercial sites; transportation and communication networks; unique, sectoral applications including offshore and onshore oil/gas facilities and municipal infrastructure. See www.buyusa.gov/canada/en/imss.html for more information, or contact: Monica Toporkiewicz at monica.toporkiewicz@mail.doc.gov or 312-353-8059.

MISSIONS

October 18-21, 2006: Study USA Mission to Mexico – Queretaro, Puebla, & Mexico City

This mission is being organized by the U.S. Commercial Service in Mexico City in conjunction with the Education USA Mexico Group. The mission targets bilingual & bicultural schools in three of Mexico's most dynamic cities. Participating U.S. educational institutions will have the opportunity to speak with Mexican students interested in, and most importantly, *able* to study in the U.S. The \$900 mission participation fee includes the ASF fairs in Mexico City and Queretaro; all in-country transportation, a reception for agents, counselors, & other multipliers; visits to 3 int'l schools in Puebla; & U.S. embassy briefing and tour of the visa pavilion. Contact Debra Rogers at 312-353-6988 or debra.rogers@mail.doc.gov for more information.

Libya: Commerce & Ex-Im Services Now Available

Effective April 1, 2006, the U.S. Commercial Service is now offering limited Gold Key and International Company Profile services in Libya.

Ex-Im Bank is open for public sector transactions in Libya, as of March 23, 2006.

For more information, contact your trade specialist at the U.S. Commercial Service Chicago (see back page) or Ex-Im Bank at 312-353-8081.

Advertise to China in Chinese

Commercial News USA is planning a second Chinese language edition in 2006 for November-December. China is in the midst of a massive upgrade of its infrastructure and is focused on building a manufacturing equipment and technology base. There is also strong demand from Chinese companies as well as from the central government and multilateral financial institutions. Advertisers will reach more than 10,000 Chinese readers in addition to the 400,000 readers covered by the English language edition of the magazine. Advertisers in Commercial News USA also will have their Chinese language ads included in the U.S. Exporters Directory on the magazine's Web site at www.export.gov/cnusa.

Agents are commonly used by U.S. companies entering the Chinese market. Commercial News USA is distributed throughout China to pre-qualified prospects. In addition to reaching buyers in China, Commercial News USA advertisers reach business decision makers in 145 countries worldwide. For more information, go to <http://www.thinkglobal.us/> or call 1-800-581-8533. **Deadlines:** Space

Reservations - September 8th; Materials - September 15th. ♦

2006 Harmonized Tariff Schedule Now Online

The U.S. International Trade Commission (USITC) has posted the first 2006 version of the Harmonized Tariff Schedule of the United States Annotated (HTSA) on the Internet.

Export-import professionals should note that this first edition of the HTSA does incorporate changes to import treatment of goods entering under the new U.S.-Morocco Free Trade Agreement (FTA) but does not include any of the similar changes that will be required as CAFTA-DR takes effect. As each CAFTA-DR member implements the legislative and regulatory modifications required under that agreement, tariff changes for imports from that country will be incorporated in a supplemental release of the HTSA on a "rolling basis." To view the 2006 schedule, go to: <http://www.usitc.gov/tata/hts>. ♦

Suspicious Chinese Business Practices

Although China's booming economy offers great opportunities for U.S. companies, businesses looking to invest or export to any foreign country should always exercise due diligence. For example, several companies recently reported unsolicited buyer interest from China and elsewhere that turned out to be bogus. While not all unsolicited interest is fraudulent, American companies should always be cautious when considering such situations. Requests for advance payments, samples or prototypes to be sent in advance of sales negotiations, cash for a banquet far in excess of typical costs, cash for travel expenses for an "essential" U.S. meeting, all pose red

flags that a business opportunity may be fraudulent. To report a suspicious business offer from China, contact the China Business Information Center at www.export.gov/china/ or the Commercial Service in China at www.buyusa.gov/china/en. Below is a partial list of measures you can take to protect your business in such circumstances:

- Request a copy of the business license; check validity of address and phone number, license validity date, name of registered representative.
- Request a copy of the company's certificate of import / export authority.
- Verify the company's international trade experience and avoid firms that have less than two years of experience.
- Seek multiple references and check them. Request referrals to both suppliers and customers.
- Order an International Company Profile report through the US Commercial Service.
- Accept only secured forms of payment such as letter of credit or direct telegraphic transfer (T/T or wire transfer). ♦

Foreign Trade Barriers Report Out

The U.S. Trade Representative's Office (USTR) has released the 21st National Trade Estimated Report on Foreign Trade Barriers (NTE), a series that surveys significant foreign barriers to U.S. exports on a country-by-country basis. Go to the USTR's website at http://ustr.gov/Document_Library/Reports_Publications/2006/Section_Index.html to view the report. ♦

We hope you have enjoyed this edition of our newsletter!

The U.S. Government does not endorse any product, service, or company herein and assumes no responsibility for the accuracy of this data or for the outcome of any business transaction resulting from this publication.

If you would like to see a particular subject on international business covered in this publication, please contact Debra Rogers at 312-353-6988, or fax 312-353-8120, or email debra.rogers@mail.doc.gov

Upcoming Illinois Trade Events

July 13, 2006: Innovative Programs to tackle China IPR Issues - Webinar

Presentations by industry organizations on programs to help members protect their IP in China and to direct China toward better enforcement. 1:00pm – 2:30pm CST. **To register, please email your contact information to CHINAIPR@mail.doc.gov.** The program is free and is part of an ongoing series running from May until December. Contact: Ellen Szymanski at Ellen.Szymanski@mail.doc.gov or (202) 482-5244. See http://www.stopfakes.gov/events/china_webinar_series.asp for information on past programs.

July 25-27, 2006: AACC - Clinical Lab 2006 – Chicago

Meet with U.S. Embassy Trade Specialists from around the world. The Commercial Service of the U. S. Department of Commerce and Scherago International presents E-Showtime - A chance for one-on-one consultations with Commercial Service health care specialists to identify market opportunities in the following countries: China, the Philippines, Saudi Arabia, Korea, Thailand, Brazil, Morocco, Australia, Israel, Italy, Singapore and Mexico. No charge. Consultations are available for U.S. exhibitors and registered attendees at AACC. Venue: McCormick Place, Chicago. For more information, contact: Thelma Young at thelma.young@mail.doc.gov or 312-353-8040.

July 27, 2006: Being WEEE/RoHS Compliant: Using It To Your Advantage - Northbrook

Seminar sponsored by the Libertyville Export Assistance Center and Underwriters Laboratories, Inc. (UL) to be held Thursday, July 27, 2006 from 8:00 AM - 12:30 PM at UL, 333 Pfingsten Road, Northbrook, IL. This seminar will focus on a review of global directives and their impact on business, a corporate approach to RoHS compliance, and ways to position products that are RoHS compliant as a sales advantages over competitive products that are not compliant. Included in the discussion will be EU WEEE & RoHS, China RoHS (Article 11), JGPSSI (Japan), and US State Laws. Participants will have the option of taking a one-hour UL tour after the seminar. The fee is \$50. Please register at <http://www.buyusa.gov/midwest/164.html> . For more information, contact Robin Mugford at 847-327-9082 or robin.mugford@mail.doc.gov.

August 1, 2006: Federal Government Resources for Exporters – Joliet

Morning seminar organized by Congressman Jerry Weller's office together with the U.S. Department of Commerce Chicago Export Assistance Center. Speakers from the Export Assistance Center, the U.S. Export-Import Bank, and the Small Business Administration will detail the many services available to help exporters market their products and services, find agents and distributors overseas, access export working capital, finance international marketing expenses, get paid on their export receivables, and more. Local exporters will also share their experiences in selling internationally. 9:00 a.m. - 12:00 noon in Joliet. Exact venue TBD. Cost: No charge. For more information, contact Debra Rogers at the Chicago Export Assistance Center at 312-353-6988 or debra.rogers@mail.doc.gov or; or Debbie Militello at Congressman Weller's office at debbie.militello@mail.house.gov or 815-740-2080.

August 7, 2006: Exporting to Canada- Opportunities and Individual Assessments - Chicago

U.S. Commercial Service staff from across our six Canadian offices will brief Illinois exporters on the opportunities for selling their goods and services to Canada. Areas with especially good prospects include Canadian Government procurement, oil and mining equipment, anything to do with construction, medical, security, IT, renewable energy and biofuels, environment, chemicals and plastics, and contract manufacturing. Attendees will also learn about opportunities arising from the oil sands project in Alberta and the 2010 Olympics. Afternoon seminar followed by one-on-one appointments. Exact time and Chicago venue TBD. For more information, contact: Monica Toporkiewicz at 312-353-8059 or monica.toporkiewicz@mail.doc.gov.

September 7, 2006: Minority Enterprise Development (MED) Week 2006 - Chicago

Save the date for this Global Trade Workshop to be held from 8:00 a.m. to 12:00 noon at the Hyatt Regency, 151 E. Wacker Drive. Minorities interested in tapping into the multi-million dollar global trade network by doing business internationally. This workshop will focus on financing programs, export assistance services, and public/private sector resources. Presiding over the workshop will be a panel of government experts from the U.S. Department of Commerce, U.S. Small Business Administration, Illinois Trade Office and Export Import Bank. For more information, contact Constance Green at 312-353-4798 or connie.green@mail.doc.gov.

Success Begins at the USEAC

Below are examples of how we at the Chicago U.S. Export Assistance Center (The USEAC includes the U.S. Department of Commerce, the Export-Import Bank, and the Small Business Administration.) work together with our colleagues and partners to assist Illinois companies and organizations in maximizing their export potential. Call us today and let us help you, too!

Promoting U.S. Education Exports

Working closely with members of the **Study Illinois** International Education Consortium, Chicago Trade Specialist Debra Rogers helped coordinate a week of Illinois campus visits for six overseas education advisors from Armenia, Kyrgyzstan, Nigeria, Peru, South Africa, & the Ukraine.

These education advisors are the first point of contact for international students interested in studying in the U.S. They provide invaluable, unbiased counseling on the U.S. educational system, application procedures, college/ university selection, and visa interview preparation. Therefore, it is very beneficial to have the opportunity to familiarize them with the educational opportunities Illinois has to offer. During their visit, they visited 14 different Illinois campuses.

Study Illinois and Ms. Rogers coordinated with the State Department Bureau of Cultural and Educational Affairs (ECA) to plan the program for the advisors, who were already traveling to the U.S. for the annual NAFSA (international education) conference.

Ms. Rogers also organized the third annual "Conference on Attracting International Students to Illinois", which featured the 6 advisors. The advisors gave presentations on the demand for U.S. education in their home countries, their educational systems as compared to that of the U.S., and the factors and barriers that influence international students' decisions to study abroad.

Ms. Rogers reached out to her contacts in the international business community, gaining significant endorsements and sponsorships for the conference. The Assistant Managing Director of the Illinois Office of Trade & Investment gave introductory remarks at the conference, noting the importance of Study Illinois' mission to the state. The International Trade Association of Greater Chicago sponsored the conference breakfast, and its Executive Director also made opening remarks of support, noting that many international businesspersons seek out and rely on U.S.-educated agents and distributors to represent their firms overseas. The Illinois Global Partnership attended and sponsored this event as well.

Feedback was extremely positive from all parties, including the visiting advisors, the educational institutions that participated in the conference, and our partner organizations. During the remarks, Ms. Rogers and the U.S. Commercial Service were recognized for the organization's contributions to the success of Study Illinois.

Over 30 representatives of Illinois educational institutions and the Illinois international business community participated in the conference. As a direct and immediate result, Study Illinois gained three new institutional members, relationships between the U.S. Commercial Service Chicago office, its partner organizations and Illinois educational institutions were strengthened and deepened.

Long term, the U.S. Commercial Service Chicago (CS) and the Study Illinois consortium hope to see an increase in foreign students & professionals coming to study in

Illinois as a result of the above activities. ♦

Quick Response = Export and Disaster Relief

On April 4, 2006, our Senior Commercial Officer in the Czech Republic, Greg O'Connor, contacted our Commercial Service (CS) office in Chicago to request support for the sale of larvicide to the Czech government for mosquito control related to the recent flooding. Export Assistance Specialist Constance Green contacted the supplier, **Valent BioSciences**, who indicated interest in the sale as well as the ability to meet the 72-hour deadline set by USAID, which was paying the shipping costs. The U.S. Ambassador was also keen to make this transaction happen for an important trading partner that had recently supported emergency efforts in the US related to Hurricane Katrina.

Ms. Green put Valent directly in touch with the U.S. Embassy Prague for detailed shipping instructions. Due to excellent cooperation and quick action by the Embassy Disaster Relief Officer, CS Prague and CS Chicago, the Czech government received the shipment in record time, and was very satisfied. Indeed, during a visit to the Republic's second largest city, Brno, the Ambassador met with the Regional Governor who expressed his appreciation (and admiration) that a U.S. company could supply the larvicide they needed so quickly. His region had been the hardest hit from the floods earlier this year.

EXPORT ASSISTANCE PERSONNEL

TRADE SPECIALIST/AGENCY	SPECIALIZATION	TEL. NO.
Julie Carducci – Office Director <i>Julie.carducci@mail.doc.gov</i>	Telecommunication Equipment and Services Machine Tools & Metalworking Equipment	312-353-8490
Patrick Hope <i>patrick.hope@mail.doc.gov</i>	All industries in northwestern Illinois (McHenry County to the Quad Cities, north of I-80)	815-987-8123
Robin Mugford <i>robin.mugford@mail.doc.gov</i>	Environmental Products/Technology/Services Automotive Parts & Accessories, Scientific Instruments	847-327-9082
Thomas Panek <i>thomas.panek@mail.doc.gov</i>	Aerospace, Energy, Iron, Steel & Non-Ferrous Metals Plastics & Rubber Machinery, Computer Hardware & Software Chemicals, Sporting Goods	312-353-7711
Debra Rogers <i>debra.rogers@mail.doc.gov</i>	Construction & Hardware, Tourism, Architectural & Engineering Services, Education & Training Services, Franchising, General Industrial Goods	312-353-6988
Shari Stout <i>shari.stout@mail.doc.gov</i>	All industries in downstate Illinois (south of I-80)	309-671-7815
Monica Toporkiewicz <i>Monica.toporkiewicz@mail.doc.gov</i>	Consumer Goods, Printing & Graphic Arts, Railroad Equipment, Electronics, Safety & Security Equipment	312-353-8059
Thelma Young <i>thelma.young@mail.doc.gov</i>	Medical and Dental Equipment & Supplies Pharmaceuticals and Drugs, Cosmetics, Food Processing & Packaging Equipment	312-353-5097
<hr/>		
U.S. Export-Import Bank	Export Credit Insurance, Trade Finance Solutions	312-353-8081
Small Business Administration	Export Working Capital, Export Express Loans	312-353-8065
Chicago Regional Network Director	Mary Joyce	312-353-8040

**U.S. Department of Commerce
Export Assistance Center**

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